

Message Text

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ACTION NEA-10

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R 141310Z JAN 76
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E.O. 11652: NA

TAGS: BEXP

SUBJ: MARYLAND STATE TRADE MISSION

1. THE ELEVEN-MEMBER MARYLAND TRADE MISSION, COMPRISED PRIMARILY OF OCNTRACTORS AND ENGINEERS, CONCLUDED ITS FOUR-DAY VISIT TO TEHRAN JANUARY 14. GROUP MEETINGS WERE HELD WITH UNDERSECRETARY HEKMAT, PLAN AND BUDGET ORGANIZATION, AND HIS STAFF TO DISCUSS REGISTRATION AND PREQUALIFICATION FOR GOVERNEMNT WORK; WITH UNDERSECRETARY ASSAR, MINISTRY OF HEALTH, AND WITH UNDERSECRETARY ARAM, MINISTRY OF SOCIAL WELFARE, AND THEIR STAFFS TO DISCUSS NEW HOSPITAL PROJECTS; AND WITH THE OBARDS OF DIRECTORS OF THE IRANIAN CONTRACTORS SYNDICATED AND THE IRANIAN SOCIETY OF CONSULTING ENGINEERS. IN ADDITION, OVER 75 INDIVIDUAL APPOINTMENTS WERE SCHEDULED, MOSTLY WITH PRIVATE LOCAL ENGINEERING AND CONTRACTING FIRMS TO DISCUSS COOPERATION FOR ACTUAL OR FUTURE WORK.

2. MINISTRY OF HEALTH HAS CONTRACTED(AT LEAST IN LETTER OF INTENT STAGE) ALL LARGE HOSPITAL PROJECTS ANTICIPATED IN PERIOD OF FIFTH PLANMUNDERSECRETARY ARAM, HOWEVER, HIT POSITIVE NOTE AND INVITED MISSION MEMBERS TO SUTDY MASTER PLANS FOR NEW MINISTRY OF SOCIAL WELFARE HASPITALS TO BE BUILT IN NEAR FUTURE, AND TO SUBMIT PROPOSALS, EITHER INDIVIDUALLY OR AS CONSORTIUM. ARAM ALSO MEMTIONED THAT MINISTRY OF SOCIAL WELFARE

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INTERESTED IN USING FRIESEN MODEL FOR ONE OR MORE

HOSPITALS. IN THIS REGARD, FRIESEN AND PERHAPS OTHER MISSION MEMBERS PLAN FOLLOW-UP VISIT, AND EMBASSY WILL OBTAIN COPIES MASTER PLANS AS WELL AS PLAN ORGANIZATION GUIDELINES TO BE FORWARDED MISSION MEMBERS VIA USDOC.

3. PRIVATE APPOINTMENTS ALSO PRODUCTIVE, AND RESULTED IN NUMEROUS OFFERS OF JOINT ASSOCIATION FOR LOCAL AND AMRYLAND FIRMS. SOME MAJOR TRADE OPPORTUNITIES ALSO EMERGED, INCLUDING SEVERAL HOUSING JOINT VENTURES, ONE VALUED AT \$200 MILLION.

4. DISPUTE POSITIVE RESULTS OF MISSION, RECEIPT OF ONLY 100 BROCHURES FIVE DAYS PRIOR TO ARRIVAL PUT POST UNDER SEVERE PRESSURE. WE HOPE IN FUTURE NOT TO ENCOUNTER THIS TYPE DIFFICULTY AND THAT SUFFICIENT MATERIALS WILL BE AIR POUCHED AT LEAST FIVE WEEKS OR SENT APO AT LEAST FOUR WEEKS PRIOR TO A MISSION'S ARRIVAL.
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